

indeed understand what you sat through for 12 hours or 24 hours? This is all I am asking, that those who are sincere in trying to learn more about the insurance industry the changes that are taking place daily in the business, and they are, that they be allowed to find out themselves, did I really understand what the instructor was saying? I see no reason to send children through grade school, high school or college if you never give them a test to find out. If you just let them sit there in the classroom day after day, after day and you never test them, how do you know whether they have absorbed what you have tried to inculcate into them? It is unfair to the people of the State of Nebraska to let men and women go out and say, I am a licensed insurance agent...

SPEAKER NICHOL: One minute.

SENATOR HIGGINS: ...when they really are stupid about the insurance business. I had one such agent call me. He only represented one company and he wanted me to insure a building, a house, for \$12,000. And I said, I don't have a company that will insure a house for \$12,000 in Omaha. I said, we have a minimum requirement of \$15,000 if you want a homeowner's. Well, he says, no, I just want to insure it for the amount of the mortgage. I said, you can't do that. You are either going to have to insure it for the amount of the actual cash value or the replacement cost. This man was a licensed insurance agent and he said, what's replacement cost got to go with it? That is what he knew about a simple little homeowner's policy which is just about the simplest kind of insurance an insurance agent can write. I mean, you don't have to be a genius, you can learn how to write them in one day. And that is what I am talking about. But he is still a licensed agent and as long as he is, I know he is going through these continuing education courses but he isn't getting any smarter...

SPEAKER NICHOL: Time is up.

SENATOR HIGGINS: ...and the poor slobs that have been buying the insurance from him, they wait until their house burns down to find out that they are not going to get replacement cost. Thank you, Mr. President.

SPEAKER NICHOL: You are ready to vote on the first portion of the committee amendments. Now if you want to adopt the